

# Vulnerability Management Vendor Briefing

September 27, 2019 | Boston | Omni Parker House  
Chair: Matt Bromiley

## Decreasing the Attack Surface with Effective Vulnerability Management

Enterprise defense is no easy order – and unfortunately, weaknesses can manifest in a myriad of locations. One of the widest – and often mismanaged – attack surfaces is software vulnerabilities. As soon as patches are released, attackers are usually quick-to-follow with weaponized exploits that are delivered via automated scans and/or spear phishing campaigns. As the security of your organization matures, are you able to keep track of vulnerabilities within your environment – faster than the attackers can?

This [Vulnerability Management Vendor Briefing](#) will provide us an opportunity to examine solutions and concepts around vulnerability management, showcasing the current capabilities within the market.

### SAMPLE AGENDA

- Opening remarks
- Keynote
- Networking break
- Industry panel
- Case study or expert discussion
- Closing address

*SANS will be responsible for all event logistics  
(onsite and registration management)*

## SPONSORSHIP & NETWORKING OPPORTUNITIES

### Platinum (*Limited Availability*)

- Session or panel speaking slot
- Prime location tabletop during event
- Networking lunch sponsorship (includes food/beverage)
- Receipt of all leads – Live event, Simulcast, and from archived Simulcast viewings
- Receive edited and full mp4 recording of the sessions
- Premium logo placement and advertisement of sponsorship level in marketing information

### Gold

- Tabletop
- Networking lunch sponsorship (includes food/beverage)
- Receipt of all leads – Live event, Simulcast, and from archived Simulcast viewings
- Logo included in marketing materials

### Simulcast

- Branding only
- Receipt of simulcast leads
- Logo included in marketing materials

### Additional Items

**Afternoon Product Workshop** – Continue the day with a Product Workshop. This three-hour session allows attendees to extensively use your product(s) with a challenge or test-drive scenario.

**Video Interview with Brief Chairman** – Schedule a Thought Leadership Interview with the Brief Chairman. Sponsors will receive a professional video asset.



# Sponsorship Registration

## Vulnerability Management Vendor Briefing

Location: **Boston, MA** | Event Date: **Friday, September 27**

Thank you for your interest in sponsoring the [SANS Vulnerability Management Vendor Briefing](#). To reserve your sponsorship, please return the Sponsorship Registration Form and the Terms & Conditions Form completed and signed to [vendor@sans.org](mailto:vendor@sans.org).

COMPANY NAME \_\_\_\_\_

CONTACT NAME \_\_\_\_\_ TITLE \_\_\_\_\_

COMPLETE MAILING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_

EMAIL \_\_\_\_\_

**Sponsorship Package** - Please indicate your choice below. Package details can be found in the SANS Vulnerability Management Vendor Briefing Sponsor Sheet attached.

☐ Platinum - \$15,000 (Limited Availability) ☐ Gold - \$10,000 ☐ Simulcast - \$8,500

*Note for Platinum Sponsors: A SANS representative will contact you to discuss your panel speaking slot.*

**Additional Sponsorship Opportunities - Sponsorship Package** - Please indicate your choice below. Details can be found in the SANS Vulnerability Management Vendor Briefing Sponsor Sheet attached.

☐ Afternoon Product Workshop - \$15,000 ☐ Video Interview with Brief Chairman - \$10,000

**Billing** - Please total up your sponsorship selection. A SANS representative will contact you to process your payment.

Sponsorship Package Cost:
Additional Sponsorship Opportunities Cost:
<b>TOTAL COST:</b>

Signing below acknowledges that the signee is the decision maker within the listed company and thereby secures the sponsor's sponsorship for this event. Official terms and conditions on next page.

SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_

## TERMS AND CONDITIONS FOR EXHIBITING AT A SANS EVENT

### Please read carefully

All exhibitor promotional and exhibition sponsorship opportunities are subject to change. In the event there is a cancellation or a change after the contract is received, SANS will offer the vendor the option of either a full refund or a replacement package of comparable value.

Attendee list policy: Electronic lead gathering services will be provided and attendee biographic data will be encoded for retrieval at all major conferences with tabletop. SANS will provide one (1) lead reader device or app Activation Code. Additional devices or codes may be purchased for an additional fee.

**Exhibit space:** Unless otherwise specified, exhibit space includes square footage stated, 6' draped table, 2 chairs, basic 5amps of electrical services and wireless internet. Any In-coming or Out-bound freight shipping and handling charges are the responsibility of the exhibiting company. Any additional furnishings or other booth requirements are also the responsibility of the exhibiting company.

If removing unsold tabletop spaces from the floor plan requires that a pre-registered exhibitor's booth location be changed, the exhibitor agrees to comply with these changes. The SANS Institute reserves the right to restrict or prohibit exhibits which, because of noise, method of operation, or any other reason, are objectionable or otherwise detract from or out of keeping with the character of the exposition as a whole.

Exhibitor's tabletop and associated pop-ups or banner stands must be in place one hour prior to the show opening. If the tabletop is not installed one hour before the show opens, show management will reconfigure space into a visitor lounge.

**Registration:** Exhibitor personnel will be provided badges. All onsite exhibitor personnel MUST have a badge to exhibit or attend any SANS event.

**Co-Marketing:** Exhibitor agrees to co-market the Training Event via social media, newsletters, blogs, etc. Exhibitor agrees to list Training or Summit Event on exhibitor's website and event calendar.

**Payment options:** SANS accepts payment via Credit Card, Check or Wire Transfer. The SANS Institute must receive 100% of the total amount due prior to the show opening. If The SANS Institute does not receive payment 24 hours prior to the show opening, the exhibitor will not be allowed to exhibit. Penalties may be applied by SANS Institute in the case of checks returned for Insufficient Funds.

**Cancellations:** Cancellations will only be accepted when agreed to in writing by The SANS Institute. If a cancellation request is not deemed agreeable by SANS, full payment for exhibition space is required. Absolutely no cancellations will be accepted 8 weeks or less from the first day of the first conference date specified in this contract, and full payment will be required of those who fail to attend. A processing fee of 50% of the tabletop cost will be applied to any approved cancellation, regardless of when the cancellation is made. Cancellation fee must be paid within 10 business days of the cancellation date.

**Liability:** Exhibitor agrees that SANS, the expo site, and their respective employees and agents are not liable for any theft, damage or loss to or of the exhibitor's property or for any injury that may occur to the Exhibitor, its agents or employees. Exhibitor shall have property damage insurance for the full replacement value of all its property and general liability insurance of no less than One Million Dollars. SANS and the expo facility shall be named as additional loss payees in such policy. Exhibitor agrees to indemnify and hold SANS, the expo facility, and their respective employees and agents harmless, from any and all claims, demands, judgments, settlements, costs, attorney's fees or other expenses either directly or indirectly from or in connection with Exhibitor's participation in such event.

By signing below, the exhibiting company agrees to abide by the terms and conditions of this agreement and to any further rules and regulations issued to all participants prior to the start of all SANS conference exhibitions listed in this contract.

This agreement becomes a binding contract when signed by the exhibitor and received by The SANS Institute.

### **Authorized Exhibitor Representative**

Name (printed): \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Signature: \_\_\_\_\_

### **SANS Authorized Representative**

Name (printed): \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Signature: \_\_\_\_\_